

## Information Services Board Presentation on SmartBuying Partnership

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### Presenter

Linda Bremer, Director, Department of General Administration

### Purpose of Appearance

The department will brief the Board on the state's SmartBuying Partnership Initiative and how it may affect technology purchasing.

### Background

Governor Gregoire listed the SmartBuying Partnership, as one of her key cost management initiatives. Governor Gregoire and the 2005-07 Biennium Budget adopted by the Legislature expect the initiative to achieve \$50 million savings during the next two years.

The Department of General Administration invited Silver Oak Solutions, a consulting firm, to assess the savings opportunities among the commodities purchased by state government. Silver Oak identified other states as benchmarks and compared discounts offered in Washington to discounts offered in the benchmarked states. Washington technology purchasing compared favorably against the benchmarks:

Category	Silver Oak "Smart Buy" Discount	Benchmark Source	Current Washington State Discount	Difference
Telecom Networking Equipment and Maintenance (Cisco Routers)	39%-40%	Wisconsin Oregon	38.2%-40%	0%-.8% in favor of "Smart Buy"
Computer Hardware and Peripherals (Hewlett Packard Desktop & Laptop Standard Configurations)	25% average (discount varies by model)	Oregon	27% average (discount varies by model)	2% in favor of current Washington contracts
Computer Hardware and Peripherals (Hewlett Packard Printers)	33%	Virginia	31.7% on printers 42.35% on paper handling products	1.3% in favor of "Smart Buy" on printers; 9.35% in favor of current Washington contracts on paper handling products

DIS has taken advantage of Silver Oak's findings and established specific strategies to improve the existing practices that are used by the TechMall in support of technology purchasing.

### Staff Recommendations to the Board

None.